

T-600 Questions

- 1) Is it possible to add our partner Barracuda to the Networking Manufacturers list? **No.**
- 2) In reference to the above mentioned ITB: As a manufacturer, do we have the option of bidding, but listing resellers to actually provide quotations to and accept purchase orders from state agencies? **This contract is not set up to have sub-vendors. The contract(s) will be awarded to and administered by the lowest responsible bidder for each line.**
- 3) A question on 'the warranty must provide software upgrades for no additional charge.' was asked from the original T600 RFP and answered that 'it will be addressed in the new revised bid'. However, the statement remains in the newly released T600 RFP.

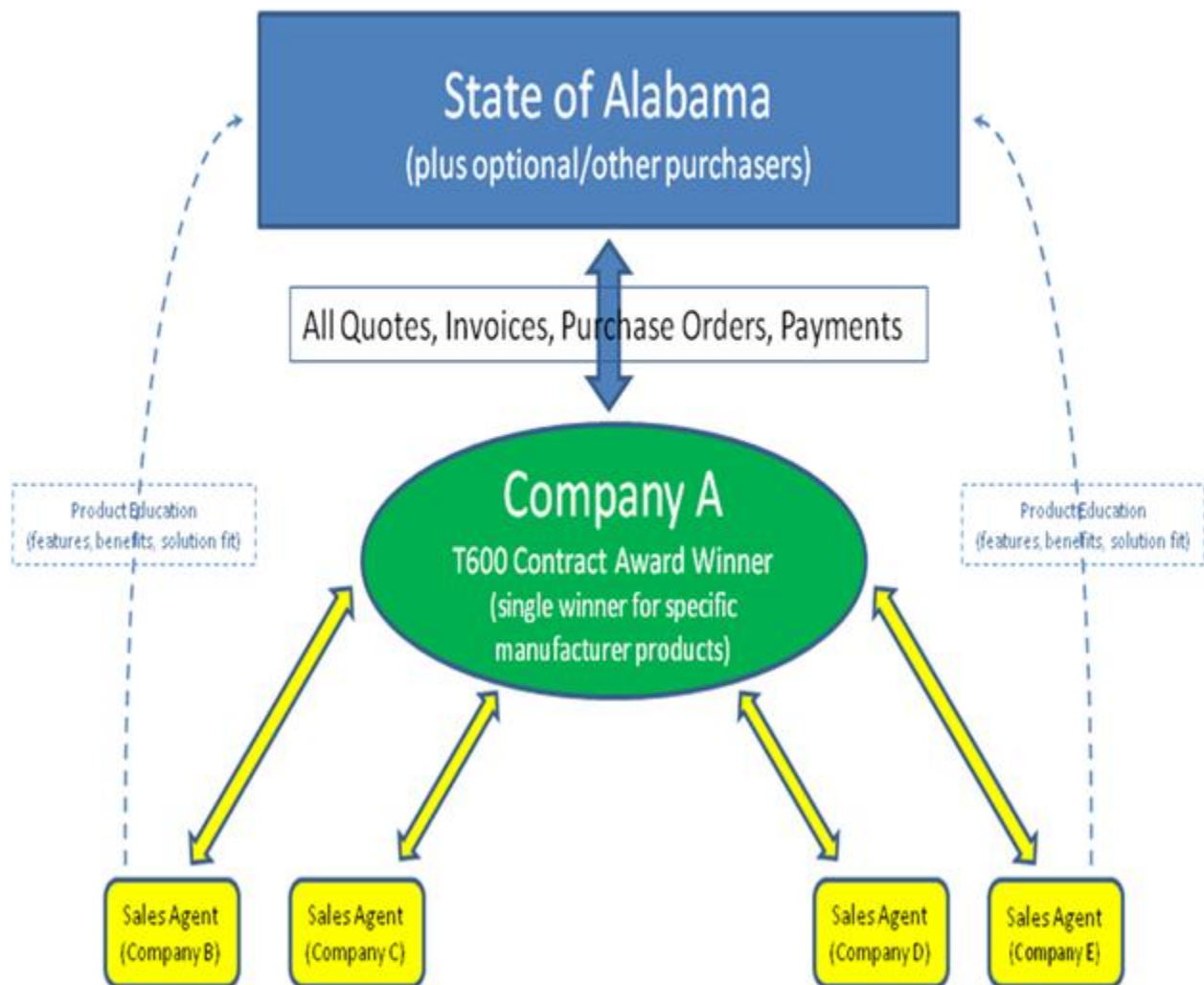
Are you expecting free upgrades with the manufacturer's warranty, or are you expecting free upgrades with a maintenance catalog item? Some manufacturers, specifically Cisco Systems, provide free software updates with maintenance to the versions purchased; but upgrades are considered a new product/version with new catalog part numbers. Therefore upgrades will be listed for purchase in the manufacturers catalog.

Is this acceptable? **Yes, we expect free software version updates while the equipment is in warranty, and expect software version updates with purchased maintenance. Software version upgrades, from one version to the next, would be purchased as a separate line item.**

- 4) Is there a format in which you would like the T600 bid submitted? **Bid submission instructions are stated on page 2 of the invitation to bid.**
- 5) Will Subcontractors be allowed act as authorized Sales Agents to a T600 contract award winner?
 - a. For clarification, using Example #1 below:
 - i. All paperwork would flow ***only*** between the State of Alabama and "Company A"
 - ii. Only "Company A" and the "State of Alabama" would be represented on any/all paperwork (quotes, invoices, purchase orders, proposals, or payments) transacted during regular business with the State of Alabama.
 - iii. "Company A" would still be responsible for tracking and reporting all business transactions and payment of the 1% administration fee, as well as all terms and provisions within the T-600 contract.
 - iv. The State of Alabama would maintain the right to approve or refuse any company (Company B, C, D, and E) acting as a Subcontract Sales Agent to "Company A"
 - v. Companies B,C,D and E would be allowed to communicate with the State of Alabama and it's optional/other purchasers, for the purpose of product education, solution design, and T-600 contract awareness

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Example #1



This contract is not set up to have sub-vendors. The contract(s) will be awarded to and administered by the lowest responsible bidder for each line.

- 6) Are Wireless LAN products included as part of this ITB? If so, how would you suggest Aruba participate in the process? **Yes, wireless LAN products are included as part of the ITB. It is not possible to add Aruba to the list of manufacturers.**

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- 7) As a result of the State's addendum to item I.3.6B, will this contract replace current State telephony contracts T-304, and T-306 which also contain Nortel PBX and Key System parts and maintenance? If the answer to this question is no, does this mean the State will maintain separate contracts for Nortel PBX parts and maintenance?
The State will let contract T-304 and T-306 remain in place until the termination date of each contract. T-600 will then be the contract utilized for PBX and Key Systems.
- 8) State contract T-305 for new Nortel telephone systems is due to expire on August 31st, 2010. Will this contract replace contract T-305 and if so, when? **T-305 will not be cancelled and at this point there are no plans to renew.**
- 9) Relative to item I.2.4, can you please provide Code of Alabama chapter supporting the recovery of costs associated with the development and administration of this ITB and contract? **Our department's legal division has thoroughly examined this provision and determined it to be a valid means, which is compliant with Alabama code, for recovery of costs associated with the development and administration of this ITB and contract, respectively.**
- 10) Relative to item I.2.4, is the monthly collection of fees (surcharges) by ISD (or any State agency) from a vendor currently in place on other State contracts? If so, please specify. **TA-498**
- 11) Relative to item I.3.10a, and using Bronze, Silver, and Gold as EXAMPLES of partnership levels, will the State consider an ITB response from a Silver partner, provided the Silver partner's capabilities are comparable (as determined by the State) to the capabilities of a Gold partner? **Yes, provided the manufacturer certifies that the Bidder meets the manufacturer's highest level of technical expertise.** Please understand that some manufacturers assign partners levels based on annual sales volume and not expertise.
- 12) Relative to item I.3.10a, and using Bronze, Silver, and Gold as EXAMPLES of partnership levels, will the State consider an ITB response from a QUALIFIED (as determined by the State) Silver partner, if the Silver partner's pricing / discounts are more attractive than those of a Gold Partner? **Yes, provided the manufacturer certifies that the Bidder meets the manufacturer's highest level of technical expertise.**
- 13) Due to the complexity of this bid, and the uncertainty as to when bidder questions will be answered, will the State consider an extension of the bid due date by at least two weeks from the date bidder questions are answered? **At this point there will be no extension of bid due date.**
- 14) I.3.6 Manufactures Catalogs
The BIDDER must provide a manufacturer's web-site of the catalog and a current published Price List certified by the manufacture.

The States answer to question 14. on page 5.

Question Does the State require bidders to include a hard copy of the Manufacturer Catalog with their bid?

Answer The valid manufacture's website of the catalog is acceptable.

The States answer to question 2) 2. on page 7.

Question Avaya does not publish a catalog on their website. However we can provide an Excel spreadsheet with NPL pricing. Is this sufficient?

Answer Yes

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If a manufacture does not publish their catalog on their website can it be provided in a PDF File? **Yes the catalog can be provided in a PDF file format.**

15) Does the State require a hard paper copy of the catalog or can it be submitted on a CD in responding to this ITB? **Yes the catalog can be provided on CD in place of a hard paper copy.**

16) Does the State require a letter from the manufacture certifying the catalog? **Access to the manufacturer's catalog through the official manufacturer website is considered certified by the manufacturer. Manufacturer's catalogs received in electronic\paper format will require a certification from the manufacturer.**

17) Does the manufacture have to provide its entire portfolio of product offerings or can they exclude some minor offerings in order to provide a larger discount on the other items? **Yes, the entire catalog is required.**

18) I.3.12 Additional Requirements and References for enterprise class VoIP manufacturer bids (manufactures listed in lines 1-5 of ITB)

Major Campus IP telephony PBX system (>1,000 VoIP phones)

Will the State accept references of Major Campus IP telephony PBX systems where there is a mixture of VoIP, Digital and Analog phones totaling over 1,000 phones? **No.**

19) I.3.18 Miscellaneous Catalog

Items in this catalog will come from multiple manufactures which will enhance or enable products and solutions in the manufacture's catalog to function in a manner beneficial to the contract user's needs. For example, there are several third party manufactures which make VoIP Attendant Consoles and there are manufactures of VoIP Paging Equipment.

Can each manufactures catalog provided in the Miscellaneous Catalog have their own percentage discount off the list price for their respective catalog? **Items in miscellaneous catalog will be categorized into the line item categories and the discount percentage for each line item category of the manufacturer's catalog will apply to the miscellaneous catalog.**

20) Does the State require a hard paper copy of the Miscellaneous Catalog or can it be submitted on CD in responding to this ITB? **A CD copy of the miscellaneous catalog is acceptable.**

Standard Terms and Conditions – Authority

21) Does the Department of Finance, Optional Purchasers, or Other Purchasers anticipate purchases resulting from the award of this ITB to be funded from any specific funding source (Capital Funds, Operation and Maintenance Funds)? **No. Funding will be determined by the individual contract users.**

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- 22) Does the Department of Finance, Optional Purchasers, or Other Purchasers have the authority to obligate funds (capital, O&M, or otherwise) across fiscal year boundaries? **Purchase orders (PO's) cannot be extended beyond fiscal year boundaries. Funds for contracts can be extended beyond fiscal year boundaries.**

Price Sheet

- 23) Each line number has the same Commodity/Service Description (VoIP, network, telephone equipment), yet the Commodity Code differs from line to line. Is the Commodity Code linked to a specific subset of the Commodity/Service Description (VoIP, network, telephone equipment)? Are there up to three possible Commodity Codes for each line number? **The commodity codes were chosen to ensure that vendors registered for all three categories received a bid notification. T600 will have 17 lines as indicated in the bid.**

Section III.1.1 Networking and VoIP Manufacturers

- 24) VoIP, network, and telephone equipment, in several instances, may be represented in the manufacturers' catalogs as distinct lines of businesses which relate to VoIP, network, telephone equipment, with different cost structures and therefore different discount structures. Likewise, some professional services, and even maintenance discounts are peculiar to specific products and/or lines of business. May the offerors offer up to three distinct discounts per sub-line item (A-E), for each manufacturer's "sub-catalog" (VoIP, network, telephone equipment)? Doing so may drive more aggressive initial discounts for products specifically contemplated for Special Projects Proposals. **No, but additional discounts and special product pricing will be allowed in special project proposals.**

Section I.3.18 Miscellaneous Catalog

- 25) This section states "All miscellaneous catalog items bid must meet the specifications contained in the ITB". This offeror envisions the provision of racks, cables, and other "passive" items as being capable of enhancing or enabling the products and solutions in the manufacturer's catalog to function in a manner beneficial to contract user's needs; however these items would rarely be candidates for remote diagnostics, learning credits, independent design and engineering, developer support, etc. May this offeror safely interpret the ITB to exempt passive equipment in the miscellaneous catalog, from meeting specifications which clearly apply to active electronics only? **No.**
- 26) How does the State envision receipt of the Miscellaneous Catalog? Should offerors provide single manufacturer discounts per sub-line item (A-E) similar to line no 00001-00017, or should we provide line item discounts against the manufacturer's entire published catalog list price? **Categorize miscellaneous catalog items to match sub-line item categories and discount rates will apply accordingly.**
- 27) Many manufacturers contemplated for inclusion in the miscellaneous catalog have vast product lines – some upward of 40,000 items. Is it allowable for bidders to offer an identified portion of the manufacturer's line as opposed to the entire catalog? **Yes, portions of the manufacturer's line can be included in the miscellaneous catalog.**

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Section I.3.10 Certification

I.3.10c Certification Manufacturer's Catalog and I.3.18 Miscellaneous Catalog

- 28) This offeror envisions the provision of racks, cables, and other "passive" items as being capable of enhancing or enabling the products and solutions in the manufacturer's catalog to function in a manner beneficial to contract user's needs; however manufacturers and distributors of these items may not have formal certification programs in place inasmuch as the level of technical expertise required to install passives does not compare to that of core VoIP, network, or telephone equipment. Are offerors required to provide maintenance, reseller, multi-tier support, and engineering certifications for items offered in the miscellaneous catalog? **No, but lack of technical expertise may have an impact on procurement decisions.**
- 29) Please clarify the intent of section I.4.6, Price Reductions. We understand BIDDERS cannot change their percentage discount so as to increase pricing. However, when the manufacturer increases the underlying list price, or when the manufacturer introduces a new version of a product or a replacement product at a higher underlying list price, applying the same percentage discount will result in a higher dollar price to the State. Please confirm that the State will allow BIDDERS to use the same percentage discount applied to increased manufacturer list prices. Stated differently, Can you clarify that any standard price increases from the manufacturer will also be accepted by the State using the same percentage off list price as shown on the pricing page? **It is correct that awarded BIDDERS cannot change their percentage discount so as to increase pricing, but the awarded BIDDER also has no control over the manufacturer underlying list price. In this instance the State will allow awarded BIDDERS to use the same percentage discount applied to increased manufacturer list prices. (See revised I.4.6)**
- 30) In the originally released ITB 10-X-2213304, AT&T had asked the State to include limited liability language in the ITB. This will allow BIDDERS to provide better pricing to the State because they do not have to factor the risk of unlimited liability into their cost and margin calculations. The State has accepted limited liability language in the recently awarded solicitation 2207258 Cellular Telephones and we would request that you accept and insert similar language in this vehicle. **The suggested limitation of liability language appears to leave the State of Alabama with no protection with respect to the awarded bidder and will not be added to the ITB.**

Addendum to T-600

(Revised I.4.6)

I.4.6 Price Reductions – The awarded BIDDER shall pass along all price reductions through the regular distribution of the manufacturer's catalog

I.4.6.a Price Increase – The awarded BIDDER shall use the same percentage discount when there is an increased price of a list item in the manufacturer's catalog.